



WVAH  
1301 Piedmont Rd  
Charleston, WV 25301

Waterfront Strategies  
3050 K St NW  
#100  
Washington, DC 20007

## Contract # 3398993

### Schedule Dates

10/23/18-10/29/18

### Advertiser

Senate Majority PAC (72066)

### Agency

Waterfront Strategies (7591)

### Product

POLITICAL ISSUE (ns) (1187)

### Brand

163/173/6516 (1041735)

### Salesperson

Millennium/DC, Washington DC (1108)

### Sales Office

Millennium Washington DC

### Buyer Name

Julie Keane,

### Phone/Fax

/

### CPE

163/173/6516

### Account Types

National/Political Issue Agency BRD

### Billing Type

Weekly/Irregular

### Comments

Issue

Separation: 30

MAXWELL ALFORD

Date Entered 06/27/18

Last Modified 07/10/18

Entered By Jason Baumgarten

CO-OP No

Headline # ECR26032806

Demo

Order Type Normal

Package Deal

Commission % 15.00

Commission \$4,237.50

Net Total \$24,012.50

Sales Tax

## Charleston WV (WVAH)

By Broadcast Month Spots

Oct. 2018 46

Grand Total: \$28,250.00

Rate

\$28,250.00

\$28,250.00

INCOMPLETE CONTRACT

Due to: Pending Line Approvals

Line	Line Type / Break Type (Ref #)	Dates	Sec	Length	Run Times	SPW	Mo	Tu	We	Th	Fr	Sa	Su	Spots	Rate	Total	Station	Comments	Entered
1.0	Normal Line / News (1)	10/23/18-10/26/18	1	:30	6:30A- 7A (EST)	3		X	X	X	X			3	\$75.00	\$225.00	Charleston WV (WVAH)	Eyewitness News Morning Simulcast	6/27/18
2.0	Normal Line / News (2)	10/23/18-10/26/18	1	:30	7A- 7:30A (EST)	5		X	X	X	X			5	\$150.00	\$750.00	Charleston WV (WVAH)	Eyewitness News @ 7A	6/27/18
3.0	Normal Line / News (3)	10/23/18-10/26/18	1	:30	7:30A- 8A (EST)	5		X	X	X	X			5	\$150.00	\$750.00	Charleston WV (WVAH)	Eyewitness News @ 730A	6/27/18
4.0	Normal Line / SPOT (9)	10/23/18-10/26/18	1	:30	5P- 5:30P (EST)	5		X	X	X	X			5	\$300.00	\$1,500.00	Charleston WV (WVAH)	Family Feud	7/10/18
5.0	Normal Line / SPOT (10)	10/23/18-10/26/18	1	:30	5:30P- 6P (EST)	5		X	X	X	X			5	\$300.00	\$1,500.00	Charleston WV (WVAH)	Family Feud	7/10/18
6.0	Normal Line / SPOT (12)	10/23/18-10/26/18	1	:30	7P- 7:30P (EST)			1	1	1	1			4	\$1,125.00	\$4,500.00	Charleston WV (WVAH)	The Big Bang Theory	6/27/18
7.0	Normal Line / SPOT (13)	10/23/18-10/26/18	1	:30	7:30P- 8P (EST)	5		X	X	X	X			5	\$1,125.00	\$5,625.00	Charleston WV (WVAH)	The Big Bang Theory	6/27/18
8.0	Normal Line / News (14)	10/23/18-10/26/18	1	:30	10P- 10:30P (EST)	5		X	X	X	X			5	\$600.00	\$3,000.00	Charleston WV (WVAH)	Eyewitness News @ 10-1030P	6/27/18
9.0	Normal Line / News (15)	10/27/18-10/27/18	1	:30	10P- 10:30P (EST)							1		1	\$600.00	\$600.00	Charleston WV (WVAH)	Eyewitness News @ 10-1030P	6/27/18
10.0	Normal Line / News (16)	10/27/18-10/27/18	1	:30	10:30P- 11P (EST)							1		1	\$600.00	\$600.00	Charleston WV (WVAH)	Eyewitness News @ 1030-11P	6/27/18
11.0	Normal Line / News (17)	10/28/18-10/28/18	1	:30	10P- 10:30P (EST)								1	1	\$600.00	\$600.00	Charleston WV (WVAH)	Eyewitness News @ 10-1030P	6/27/18

## CONFIRMATION CONTRACT

Accepted-Agency/Advertiser:	Date:	Accepted-Station:	Date:	Comments:
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The parties intend for the Standard Advertiser Terms and Conditions ("Terms") located at... <http://sbgi.net/?p=1224> ... to be part of their agreement, and the sale of advertising is expressly subject to said Terms.



WVAH  
1301 Piedmont Rd  
Charleston, WV 25301

Waterfront Strategies  
3050 K St NW  
#100  
Washington, DC 20007

## Contract # 3398993

Schedule Dates 10/23/18-10/29/18  
Advertiser Senate Majority PAC (72066)  
Agency Waterfront Strategies (7591)  
Product POLITICAL ISSUE (ns) (1187)  
Brand 163/173/6516 (1041735)  
Salesperson Millennium/DC, Washington DC (1108)  
Sales Office Millennium Washington DC  
Buyer Name Julie Keane,  
Phone/Fax /  
CPE 163/173/6516  
Account Types National/Political Issue Agency BRD  
Billing Type Weekly/Irregular  
Comments Issue Separation: 30  
MAXWELL ALFORD

Date Entered 06/27/18  
Last Modified 07/10/18  
Entered By Jason Baumgarten  
CO-OP No  
Headline # ECR26032806  
Demo  
Order Type Normal  
Package Deal  
Commission % 15.00  
Commission \$4,237.50  
Net Total \$24,012.50  
Sales Tax

Charleston WV (WVAH)  
By Broadcast Month Spots Rate  
Oct. 2018 46 \$28,250.00  
Grand Total: \$28,250.00

INCOMPLETE CONTRACT  
Due to: Pending line Approvals

Line	Line Type / Break Type (Ref #)	Dates	Sec	Length	Run Times	SPW	Mo	Tu	We	Th	Fr	Sa	Su	Spots	Rate	Total	Station	Comments	Entered
12.0	Normal Line / News (18)	10/28/18-10/28/18	1	:30	10:30P- 11P (EST)								1	1	\$600.00	\$600.00	Charleston WV (WVAH)	Eyewitness News @ 1030-11P	6/27/18
13.0	Normal Line / Pre-Game (25)	10/25/18-10/25/18	1	:30	7:30P- 8:25P (EST)					1				1	\$1,000.00	\$1,000.00	Charleston WV (WVAH)	Thursday Night Football Pre-Game	6/27/18
14.0	Normal Line / Football (26)	10/25/18-10/25/18	1	:30	8:25P- 11:30P (EST)					1				1	\$2,500.00	\$2,500.00	Charleston WV (WVAH)	Thursday Night Football	6/27/18
15.0	Normal Line / Football (27)	10/27/18-10/27/18	1	:30	12P- 4P (EST)							1		1	\$500.00	\$500.00	Charleston WV (WVAH)	FOX College Football Day Game	7/10/18
16.0	Normal Line / Football (31)	10/28/18-10/28/18	1	:30	1P- 4:30P (EST)								1	1	\$2,000.00	\$2,000.00	Charleston WV (WVAH)	NFL Sunday Early	6/27/18
17.0	Normal Line / Football (32)	10/28/18-10/28/18	1	:30	4:30P- 7P (EST)								1	1	\$2,000.00	\$2,000.00	Charleston WV (WVAH)	NFL Sunday Late	6/27/18

## CONFIRMATION CONTRACT

Accepted-Agency/Advertiser:	Dates:	Accepted-Station:	Dates:	Comments:
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The parties intend for the Standard Advertiser Terms and Conditions ("Terms") located at... <http://sbg1.net?p=1224> ... to be part of their agreement, and the sale of advertising is expressly subject to said Terms.



125 West 55th St  
New York, NY 10019

Contract # 26032806  
CPE: 1631738516  
Agency: WATERFRONT STRATEGIE  
3050 K ST NW #100  
Washington, DC 20007  
Product: ISSUE  
Agency Order #: 7437893  
Buyer: Keane, Julie  
Salesperson: MAXWELL ALFORD  
202-955-5342  
Separation:  
Comments: Separation 30

Changes as of: 6/27/2018 at 10:29 AM  
Flight: 10/23/18 - 10/23/18  
Advertiser: Senate Majority PAC  
Station: WVAH  
Market: Charleston, WV  
Office: WASHINGTON  
Service: Nielsen  
Primary Demo: MAXWELL ALFORD  
202-955-5342  
Assistant:

Con Type: POLITICAL/CANVASSING  
Total \$: \$35,650.00  
Total Spots: 93  
Total CPP: \$0.00  
Total GRP:

3398993

#	DayTime	DP	Program	Rate	Len	10/23	Total Spots	Total \$	CPP*	GRP*
2	Tu-F 7-8a		Eyewitness News @ 7A	\$150.00	30	5	5	\$750.00	\$0.00	0.0
Changes: Rate from 125 to 150										
3	Tu-F 7-8a		Eyewitness News @ 730A	\$150.00	30	5	5	\$750.00	\$0.00	0.0
Changes: Rate from 125 to 150										
REV+ 6	Tu-F 10a-11a		Coupe's Court	\$65.00	30	3	3	\$325.00	\$0.00	0.0
REV+ 7	Tu-F 11a-12n		The People's Court	\$65.00	30	3	3	\$325.00	\$0.00	0.0
REV+ 8	Tu-F 12n-1p		Judge Mathis	\$65.00	30	3	3	\$325.00	\$0.00	0.0
9	Tu-F 5p-6:30p		Family Feud	\$300.00	30	5	5	\$1,500.00	\$0.00	0.0
Changes: Rate from 150 to 300										
10	Tu-F 5:30p-6p		Family Feud	\$300.00	30	5	5	\$1,500.00	\$0.00	0.0
Changes: Rate from 150 to 300										
12	Tu-F 7-8p		The Big Bang Theory	\$1,125.00	30	4	4	\$4,500.00	\$0.00	0.0
Changes: Rate from 500 to 1125										
13	Tu-F 7:30p-8p		The Big Bang Theory	\$1,125.00	30	5	5	\$5,625.00	\$0.00	0.0
Changes: Rate from 600 to 1125										
14	Tu-M 10p-10:30p		Eyewitness News @ 10-1030P	\$600.00	30	5	5	\$3,000.00	\$0.00	0.0
Changes: Rate from 300 to 600										
15	Tu-M 10p-10:30p		Eyewitness News @ 10-1030P	\$600.00	30	1	1	\$600.00	\$0.00	0.0
Changes: Rate from 300 to 600										
16	Tu-M 10:30p-11p		Eyewitness News @ 1030-11P	\$600.00	30	1	1	\$600.00	\$0.00	0.0
Changes: Rate from 300 to 600										
17	Tu-M 10p-10:30p		Eyewitness News @ 10-1030P	\$600.00	30	1	1	\$600.00	\$0.00	0.0
Changes: Rate from 300 to 600										
18	Tu-M 10:30p-11p		Eyewitness News @ 1030-11P	\$600.00	30	1	1	\$600.00	\$0.00	0.0
Changes: Rate from 300 to 600										



**KATZ TELEVISION**  
GROUP

125 West 55th St  
New York, NY 10019

Contract # 26032806  
CPE: 1631173/6516  
Agency: WATERFRONT STRATEGIE  
3050 K ST NW #100  
Washington, DC 20007

Changes as of: 6/21/2018 at 10:29 AM  
Flight: 10/23/18 - 10/29/18  
Advertiser: Senate Majority PAC  
Product: Issue  
Agency Order #: 7437890  
Buyer: Keane, Julie  
Salesperson: MAXWELL ALFORD  
202-855-5342

Version: Highlighting Revision 1  
Station: WVAH  
Market: Charleston, WV  
Office: WASHINGTON  
Service: Nielsen  
Primary Demo: MAXWELL ALFORD  
Assistant: 202-955-5342

Con Type: POLITICAL/VOTE  
Total Spots: 93  
Total CPP: \$0.00  
Total GRP:

#	Day/Time	DP	Program	Rate	Len	10/23	Total Spots	Total \$	CPP*	GRP*
25	Th 7:30p-8:25p		Thursday Night Football Pre-Game	\$1,000.00	30	1	1	\$1,000.00	\$0.00	0.0
Changes: Rate from 100 to 1000										
26	Th 8:25p-11:30p		Thursday Night Football	\$2,500.00	30	1	1	\$2,500.00	\$0.00	0.0
Changes: Rate from 1500 to 2500										
31	Su 1p-4:30p		NFL Sunday Early	\$2,000.00	30	1	1	\$2,000.00	\$0.00	0.0
Changes: Rate from 1500 to 2000										
32	Su 4:30p-7p		NFL Sunday Late	\$2,000.00	30	1	1	\$2,000.00	\$0.00	0.0
Changes: Rate from 1500 to 2000										
<b>TOTALS: 93</b>							<b>93</b>	<b>\$35,650.00</b>	<b>\$0.00</b>	<b>0.0</b>





KATZ  
TELEVISION  
GROUP

125 West 55th St  
New York, NY 10019

Contract # 25032805 Changes as of: 6/21/2018 at 10:29 AM Version: Highlighting Revision 1  
CPE: 163/173/5516 Flight: 10/23/18 - 10/29/18 Station: WVAH  
Agency: WATERFRONT Advertiser: Senate Majority PAC Market: Charleston, WV  
STRATEGIE  
3050 K ST NW #100 Product: Issue Office: WASHINGTON  
Washington, DC 20007 Agency Order #: 7437590 Service: Nielsen  
Buyer: Keane, Julie Primary Demo: MAXWELL ALFORD  
Salesperson: MAXWELL ALFORD Assistant: 202-955-5342  
Separation:

Con Type: POLITICAL/VOTE  
Total \$: \$35,650.00

Total Spots: 93  
Total CPP: \$0.00  
Total GRP:

Special Instructions
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Date/Time	Added by	Comment
06/21/18 10:29 AM	GOTOSTRATA1114756	Separation: 30
06/13/18 10:45 AM	MAXWELL ALFORD	Separation: 30

#### Order Level Comments

Competitive Information	
Market Budget:	\$73,000
WVAH Share:	12%
Comment:	Shares are exact.
ESAZ:	1%
WCHS:	21%
WOWK:	20%
WQCW:	1%
WSAZ:	45%

Daypart Summary				
Day/Time	% Distrib	Spots	Dollars	GRP
	100%	93	\$35,650.00	N/A
Total	100%	93	\$35,650.00	N/A

Monthly Summary		
Month	Spots	Dollars
2018-Oct	93	\$35,650.00
Total	93	\$35,650.00

Transaction History					
Trans	Created/Received	Created by	Status	Spot+	Spot- \$ Chg Contract \$ Comment
Queued for Electronic Contracting	6/27/18 11:46 AM				\$0 \$0
Queued for Electronic Contracting	6/26/18 11:37 AM				\$0 \$0
Queued for Electronic Contracting	6/25/18 5:47 PM				\$0 \$0
Revision	6/21/18 10:29 AM	GOTOSTRATA1114756	Revised	6	\$12,865.00 \$35,650.00 Changes: Total \$ from \$22,785.00 to \$35,650.00. Total Spots from 87 to 93. 18 buylines added or modified.
Queued for Electronic Contracting	6/13/18 11:02 AM				\$0 \$0
New	6/13/18 10:12 AM	MAXWELL ALFORD	New	87	\$22,785.00 \$22,785.00

Non-Discrimination Policy	PARAGRAPHS 49 AND 50 OF THE UNITED STATES FEDERAL COMMUNICATIONS COMMISSION'S REPORT AND ORDER NO. 07-217 PROVIDES THAT BROADCAST STATIONS ADVERTISING CONTRACTS WILL NOT DISCRIMINATE ON THE BASIS OF RACE OR ETHNICITY, AND MUST CONTAIN NONDISCRIMINATION CLAUSES. CONSISTENT WITH THIS ORDER, KATZ MEDIA GROUP (INCLUDING ANY SUBSIDIARY OR DIVISION OF KATZ) DOES NOT DISCRIMINATE IN ANY BROADCAST ADVERTISING CONTRACT ON THE BASIS OF RACE OR ETHNICITY AND EVALUATES, NEGOTIATES AND COMPLETES ITS BROADCAST ADVERTISING CONTRACTS WITHOUT REGARD TO RACE OR ETHNICITY.
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## AGREEMENT FORM FOR NON-CANDIDATE/ISSUE ADVERTISEMENTS

<b>Station and Location:</b> <span style="font-size: 1.2em; margin-left: 40px;">WVAH</span> <span style="font-size: 1.2em; margin-left: 40px;">Charleston WV</span>	<b>Date:</b> <span style="font-size: 1.2em; margin-left: 20px;">4/3/18</span>
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I, Julie Keane - authorized media buyer  
do hereby request station time concerning the following issue:

Senate Majority PAC

Broadcast Length	Time of Day, Rotation or Package	Days	Class	Times per Week	Number of Weeks
AS ORDERED					

This broadcast time will be used by: Senate Majority PAC

**THIS PAGE MUST BE COMPLETED FOR PROGRAMMING THAT  
"COMMUNICATES A POLITICAL MATTER OF NATIONAL IMPORTANCE."  
FOR ALL OTHER ISSUE ADS, PLEASE GO TO PAGE 3.**

Programming that "communicates a political matter of national importance" includes (1) references to legally qualified candidates (presidential, vice presidential or congressional); (2) any election to Federal office (e.g., any references to "our next senator", "our person in Washington" or "the President"); and (3) a national legislative issue of public importance (e.g., Affordable Care Act, revising the IRS tax code, federal gun control or any federal legislation).

**Does the programming (in whole or in part) communicate "a message relating to any political matter of national importance?"**

☒ Yes

☐ No

For programming that "communicates a message relating to any political matter of national importance," list the name of the legally qualified candidate(s) the programming refers to, the offices being sought, the date(s) of the election(s) and/or the issue to which the communication refers (if applicable):

Joe Manchin, US Senate

I represent that the payment for the above described broadcast time has been furnished by (name and address):

Senate Majority PAC 700 15th St. NW Suite 600  
Washington, DC 20005

and you are authorized to announce the time as paid for by such person or entity (hereinafter referred to as the "sponsor").

List the chief executive officers or members of the executive committee or the board of directors below (or attach separately):

JB Poersch, Secretary  
Rebecca Lambé, Treasurer

For programming that "communicates a message relating to any political matter of national importance," attach Agreed Upon Schedule (Page 5)

TO BE COMPLETED FOR ALL ISSUE ADVERTISEMENTS

THIS STATION DOES NOT DISCRIMINATE OR PERMIT DISCRIMINATION ON THE BASIS OF RACE OR ETHNICITY IN THE PLACEMENT OF ADVERTISING.

The Sponsor agrees to indemnify and hold harmless the station for any damages or liability, including reasonable attorney's fees, that may ensue from the broadcast of the above-requested advertisement(s). For the above-stated broadcast(s), the sponsor also agrees to prepare a script, transcript, or tape, which will be delivered to the station at least \_\_\_\_\_ before the time of the scheduled broadcasts.

TO BE SIGNED BY ISSUE ADVERTISER (SPONSOR)

2/16/18      [Signature]      202-338-8700  
Date                      Signature                      Contact Phone Number

TO BE SIGNED BY STATION REPRESENTATIVE

☒ Accepted                      ☐ Accepted in Part                      ☐ Rejected  
[Signature]                      Lisa Barne                      Business Manager  
Signature                      Printed Name                      Title



**AGREED UPON SCHEDULE**

For All Issue Advertisements That Communicate a Message Relating to Any Political Matter of National Importance

Broadcast Length	Time of Day, Rotation or Package	Days	Class	Times per Week	Number of Weeks
	AS ORDERED				

Attach proposed schedule with charges (if available):

**AFTER AIRING OF BROADCASTS:**

Attach invoices or Schedule Run Summary to this Form showing:

- (1) actual air time and charges for each spot;
- (2) the date(s), exact time(s) and reason(s) for Make-Good(s), if any; and
- (3) the amount of rebates given (identify exact date, time, class of broadcast and dollar amount for each rebate), if any.

Note: Because the FCC requires that the political file contain the actual time the rate for spots "communicating a political matter of national importance" air, that information should be included in the file as soon as possible. If that information is only generated monthly, the file should include the name of a contact person who can provide the times that and rates for specific spots aired. The FCC's online political files include a folder for "Terms and Disclosures." NAB suggests that, for stations subject to the online public file rule, the names of contact person(s) be placed in that folder.